

THE Publishers' Weekly

A JOURNAL

SPECIALLY DEVOTED TO THE INTERESTS OF THE

BOOK AND STATIONERY TRADE.

[With which is incorporated the American Literary Gazette and Publishers' Circular, established 1852.]

F. LEYPOLDT, EDITOR AND PUBLISHER, 37 PARK ROW, NEW YORK.

VOL. X. No. 8.

NEW YORK, August 19, 1876.

WHOLE No. 240.

D. APPLETON & CO.,
549 and 551 Broadway, New York,
PUBLISH THIS DAY:

I.

Schools and Masters of Painting;

With an Appendix on the Principal Galleries of Europe. By
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HURD AND HOUGHTON, 13 ASTOR PLACE, NEW YORK.

The Riverside Press, Cambridge.

The Publishers' Weekly.

AUGUST 19, 1876.

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37 PARK ROW, N. Y.

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NOTES IN SEASON.

J. B. LIPPINCOTT & Co. have just added to their list "The Prattler," a picture story-book for boys and girls, edited by Uncle Herbert. It is expected that this volume will prove one of the most popular juveniles of the coming season. It is profusely illustrated, and contains many charming ditties and nursery tales that will doubtless be prattled over and over, in thousands of nurseries, by the youngsters. Mrs. Wister's translation, "At the Councillors," announced in our last issue, is having a rapid sale, the advance order having been unusually large. A new complete edition of Schoolcraft's "Archives of Aboriginal Knowledge" is announced for early issue.

THE trade is notified that "Ainsworth's Latin and English Dictionary," and "Anthon's Ainsworth's Latin and English Dictionary," formerly published by Uriah Hunt's Sons, are now published by W. S. Fortescue & Co., Philadelphia. The former has been reduced from \$3.75 to \$3.50, and the latter from \$1.88 to \$1.50.

JOHN WILEY & SONS have just issued a new and important work on Mechanics, by the well-known Philip Magnus, of University College, London. It contains no calculus, and is said to be particularly happy in being a connecting link between algebra and the higher mathematics, and is designed as an introductory method to the physical sciences. They have also added to their publications, and will issue next month, "Analytical Mechanics," by Professor De Volsom Wood, a complete and satisfactory method, founded on the calculus, of treating the subject, and intended for students in polytechnic schools and colleges.

THE AUTUMN BOOK FAIR.

THE character as well as the delay of the "official communication" below, received at this office after the publication of our last issue, are explained by the Secretary, Ex. Com. A. B. T. A., as follows:

NEW YORK, Aug. 11, 1876.

F. LEYPOLDT, Esq.:

DEAR SIR: I enclose you an official communication from the Committee on Book Fairs. This only came to me with proper signatures to-day, or I should have sent it to you sooner.

Yours truly, N. R. MONACHESI.

This can not be said to be a resolution adopted at the meeting of the Committee, for at that meeting there was not a quorum present. This was signed later, and so I am at a loss how to present it in your issue.

Leavitt has a full-page advertisement of it, and make up from that if you choose.

Yours truly, N. R. MONACHESI.

[As Mr. Monachesi did not choose to send a copy of the "full-page advertisement," we could not "make up from that."—Ed.]

[Official.]

NEW YORK, Aug. 3, 1876.

WE, the undersigned, a committee appointed by the American Book-Trade Association, at its recent meeting in Philadelphia, to act as a Book Fair Committee, are of opinion that the arrangements made by the former Committee under the resolutions adopted at their meeting January 21st, 1876, were intended to, and properly should, cover the Fair to be held in September of this year; and accordingly that the autumn Fair for this year should be conducted by Messrs. George A. Leavitt & Co., under the same terms and conditions as governed the spring Fair.

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Publishers' Board of Trade.

OFFICE OF THE SECRETARY.

111 and 113 William street, New York.

August 15, 1876.

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WITHDRAWAL.

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H. W. CURTISS,
Secretary.

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The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk; Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- American Iron and Steel Assoc.**—The Iron Works of the United States. A Directory of the Furnaces, Rolling Mills, Steel Works, Forges, and Bloomaries in every State. By the American Iron and Steel Association. Centennial ed. 16°, pp. 136. Pap., \$2.
Am. Iron and Steel Assoc.
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- Doddridge.**—Notes on the Settlement and Indian Wars of the Western Parts of Virginia and Pennsylvania, from 1763 to 1783 inclusive; together with a View of the State of Society and Manners of the First Settlers of the Western Country. By Joseph Doddridge. With a Memoir of the Author, by his Daughter. Edited by Alfred Williams. 12°, pp. 330. \$2. *Munsell.*
- Ferree.**—The Falls of Niagara and Scenes around them. By J. W. Ferree, A.M., Prof. in State Normal School, Bloomsburg, Pa. 16°, pp. 152. \$1.50. *Barnes.*
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- Gant.**—Diseases of the Bladder, Prostate Gland, and Urethra, including Urinary Diseases and Calculi Deposits. By Fred. James Gant, F.R.C.S. Fourth ed. Illustr. 12°, pp. 470. \$4. *Lindsay & B.*
- Great Britain.**—Reports of Cases decided in the English Courts. With Notes and References to kindred Cases and Authorities. By N. C. Moak. Vol. 12. 8°. Shp., \$6. *Gould.*
- Hayes and Wheeler Campaign Songster.** Pap., 10c.
Church.
- Howard.**—The Life, Public Services, and Select Speeches of Rutherford B. Hayes. By J. Q. Howard. With Portrait. 12°. \$1.25; pap., 75c. *Clarke.*
- Kriege.**—Friedrich Froebel. A Biographical Sketch. By Matilda H. Kriege. With Portrait. 12°, pp. 33. 50c.; pap., 25. *Steiger.*
- **McKnight.**—Our Western Border One Hundred Years Ago. By Charles McKnight, author of "Old Fort Duquesne," etc. 8°, pp. 752. \$3. *McCurdy.*
- *Macnamara.**—A History of Asiatic Cholera. By C. Macnamara, F.C.M., Surgeon to the Westminster Hospital. 12°. \$4. *Macmillan.*
- Marlitt.**—At the Councillor's; or, A Nameless History. From the German of E. Marlitt, by Mrs. A. L. Wister. \$12°. \$1.75. *Lippincott.*
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Taylor, Cent. Hist. of U. S..... 1.75

ANNOUNCEMENTS OF FORTHCOMING PUBLICATIONS.

RESOLVED, That this Convention recognize the PUBLISHERS' WEEKLY as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.—AMERICAN BOOK TRADE ASSOCIATION.

JOHN P. HUNT, 29 South Ninth st., Phila.

(Immediately.)

The Housekeeper's Almanac. 1877. German-Eng-
lish Series.The Farmer's Almanac. 1877. German-English
Series.Uncle Sam's Comic Almanac. 1877. German-Eng-
lish Series.

LEE & SHEPARD, Boston.

Mongolian Immigration to this Country. Contain-
ing some Observations upon the Civilization of the West-

ern Barbarians, particularly of the English, made during
 a Residence of some Years in those Parts, by Ah-Chin-
 Le, Mandarin of the First Class, Member of the Enlight-
 ened and Exalted Callao. Transl. into English by John
 Yester Smythe, Esq., of Shanghai.

J. MUNSELL, Albany.

Memoirs of an American Lady. With Sketches of
 Manners and Scenes in America as they existed previous
 to the Revolution. By Mrs. Anne Grant, author of
 "Letters from the Mountains," etc. With a Memoir of
 Mrs. Grant, by James Grant Wilson. Portr. of Mrs.
 Grant. 8°, pp. 400. \$3. (*Sept.*)

RECENT ENGLISH PUBLICATIONS.

Allan, William.—Ian Vor. A Drama. Cr. 8°. Simp-
kin, Marshall & Co..... 5s.British Manufacturing Industries. Shipbuilding, Teleg-
raphy, etc. 12°. Stanford..... 3s. 6d.Browning, Robert.—Pacchiarotto, and How he Worked
in Distemper, with other Poems. 12°. Smith, Elder &
Co..... 7s. 6d.Catalogue, Descriptive and Illustrated, of the Fossil Rep-
tilia of South Africa. By R. Owen. 4°. Longman &
Co..... 6s.Chronicles and Memorials of Great Britain and Ireland.
Ypodigma Neustriæ a Thoma Walsingham. Roy. 8°.
Longman & Co..... 10s.Davies, G. C.—Angling Idylls. Cr. 8°. Chapman &
Hall..... 7s. 6d.Edkins, J.—Introduction to the Study of the Chinese
Characters. 8°. Trübner & Co..... 18s.Gant, F. J.—Diseases of the Bladder. Cr. 8°. Church-
ill..... 10s. 6d.Ludwig, J. M.—Pontresina and its Neighborhood. 18°.
Longmans..... 2s.Madelung, Otto W.—Causes and Treatment of Du-
puytren's Finger Contraction. 8°. Trübner & Co..... 1s.Neumann, I.—Text-Book of Skin Diseases. Roy. 8°.
Hardwicke & Bogue..... 5s.Shells from the Sands of Time. By Lady Lytton. 8°.
Bickers & Son..... 10s. 6d.Taylor, M.—Four Years' Campaign in India. Cr. 8°.
Hodder & Stoughton..... 4s.Telfer, J. Buchan.—The Crimea and Transcaucasia.
2 vols. 8°. H. S. King & Co..... 36s.Weale's Series.—Plumbing and House Drainage. By W.
P. Buchan. 12°. C. Lockwood & Co..... 3s.Wheeler, George.—India in 1875-6. Visit of the Prince
of Wales. 8°. Chapman & Hall..... 12s.Willcock, J. W.—The Scriptural Religions, Histories,
and Prophecies Analyzed and Examined. Vol. 1. 8°.
Williams & Norgate..... 15s.Wormell, R.—Principles of Dynamics. 12°. Riving-
tons..... 6s.

The Publishers' Weekly.

AUGUST 19, 1876.

PUBLISHERS are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, to insure correctness in the final entry and for notice in "Books Received."

The trade are invited to send "Communications" to the editor on any topic of interest to the trade, and as to which an interchange of opinion is desirable. Also, matter for "Notes and Queries." Notes from librarians will also be gratefully received.

In case of business changes, notification or card should be immediately sent to this office for entry under "Business Notes." New catalogues issued will also be mentioned when forwarded.

THE ASSOCIATION WORK.

IN one respect the American Book-Trade Association has not yet proved a success; we may better say, has not won success, for so far the efforts needed have not been put forth. The Association should include by far the greater proportion of the leading booksellers of the country and as many of the smaller men as can be won into it. As a matter of fact, it includes at present only about two hundred houses, and although a large number of those outside stand by the rules, they are still in the position of reaping the advantages of the Association without being subject to its restrictions and without sharing its responsibilities.

As soon as the dull summer is over and the trade and the Association enter again upon active work, there should at once be made a thorough canvass of this field. The provision for a general secretary should effect much in this direction, and if the canvass is vigorously pushed through, there is no good reason why a thousand names should not be added to the roll of the Association—enough, indeed, to cover the new expenses which the addition of this office entails. The large cities should be personally visited, and the strongest efforts made in the smaller places to induce some one of the local trade to take the canvass in hand there. It is of vital importance, aside from mere questions of discount and underselling, that the trade at large should be brought into the American Book-Trade Association, and there should be no stone left unturned to accomplish this object.

THE NEW ANNUAL.

By the time this reaches our readers the majority of subscribers to the TRADE-LIST ANNUAL will have received their copies, the orders for which we are now filling in the sequence of their receipt. Those who have as yet neglected to send in their subscriptions should procure copies at once, so that by taking advantage of

its early issue they can replenish their stock in readiness for the fall trade.

The index published in last year's volume it has not been thought desirable to continue the present year, partly because last year's will still serve (except for the new books) to guide readers at least to the publisher, but chiefly because the *American Catalogue*, covering so much more completely the same ground, will be ready by fall or early winter. In its place some other features have been introduced, with the view to making the volume still more serviceable to the trade.

The most important of these, perhaps, is a description of the Centennial Exposition, and more especially of the book and stationery exhibits, as being of chief interest to the trade. Another prominent feature is a complete alphabetical index to firms who have contributed to any or all of the four volumes of the ANNUAL, with reference to their place in the present volume, or to the last one in which their lists appeared; and with a further index giving a classification of their various specialties. And from that useful little "Handbook for Readers," issued from the Boston Public Library, is quoted a list of works of reference which booksellers, as well as readers, should have at hand to aid them in their selection of books.

But we would more particularly call attention to "The Publishers' Directory," as being useful in itself, and as capable of being made much more accurate and serviceable if the trade will interest itself enough to advise us of corrections and additions. We reprint below the "appeal" which heads this directory, and we would earnestly repeat the request contained in it for information. We have still some copies of the list, and would be glad to send them, on application, to any who do not take the ANNUAL.

APPEAL TO THE AMERICAN BOOK TRADE.

THE following list comprises all the firms on record in the *American Catalogue* office, as known or supposed to publish books offered for sale. The original compilation, made up from all sources that could be reached, with the conjectural additions made from time to time, amounted to nearly double this number, but by dint of persistent correspondence, the elimination of those who were merely newspaper publishers, printers, etc., or who had dropped out from business, or who were entered in trade directories and reference-books by mistake, reduced the list to its present proportions. The immediate purpose of the present publication is to enable the book trade to aid in rectifying and completing the directory, and particularly to request their personal influence with those publishers who have not yet taken any notice of our direct applications. The list being arranged by localities, residents of each city or town can readily discover the local deficiencies and afford us effective co-operation at little trouble to themselves. As not only subscribers, but every bookseller and book-buyer must be interested in the comparative completeness of the *American Catalogue*, it is to be hoped that all will cheerfully comply with our urgent request. Any information that can be given should be addressed without delay to L. E. Jones, Manager of *American Catalogue*, 37 Park Row (P. O. box 4295), New York.

As for the ANNUAL itself, although there has been some falling off in the number of lists,

the present issue is nearly as large as that of last year, and no very prominent house is missing. We are glad to note an improvement in the arrangement of several lists and the addition of indexes, which can be fairly ascribed, we presume, to the almost unanimous request of the trade as evinced in the Prize Question correspondence. Among the publishers who have thus humored the trade's suggestions are Messrs. Porter & Coates, who have added a key to their classified catalogue, and a full and excellent short-title index, by author and title, in one alphabet, giving price and page clearly ruled off in columns; Sheldon & Co., who have added indexes by catch-title and by author; Claxton, Remsen & Haffelfinger, who have entirely remodelled their list, arranging it in one alphabet under author and title; and McLoughlin Brothers, Congregational Publication Society, J. B. Ford & Co., Lockwood, Brooks & Co., and Hurd & Houghton, who have added indexes or introduced a more systematic arrangement. It should also be noted that Messrs. Thomas Nelson & Sons had prepared a very full index by author and title, and giving price, size, and page of list containing full entry, but were too much delayed in its printing to have it bound with their list in the ANNUAL.

We present under "Communications" two strong documents bearing upon the reform, which clearly show that the "movement" is still moving. Both make some good points, and we shall have occasion of using them editorially on reopening our campaign. We give the letters to-day without further comment, hoping that they will call forth some lively discussion. Some of the hard figuring of "Philadelphia" may need proving; at any rate, let it "Go West." "An Old-Line Bookseller" speaks to the point, and his words have the sound ring of good old metal. If only our publishers were more given to reading!

PRIZE QUESTION No. 12.

UNDERSTANDING that many of our regular competitors are under the impression that only books exhibited at Philadelphia should be included in the price-list, we distinctly state that such limitation, though relating to Question No. 11, has not been put on Question No. 12, which without restriction reads: "*Which books are most creditable to American book-publishing?*" No visit to Philadelphia is required to make up the list; we would rather trust the memory of an experienced salesman, or the shelves and counters of a live bookstore, than the show at Philadelphia. Let it be also understood that authorship is not implied in "American." No work, whether written here or abroad, is excluded, provided it give some distinct evi-

dence of American enterprise, taste, and judgment, either in its literary or educational merits, or in its manufacture, or in both elements combined. In preparing the list, observe the rules of distinction as laid down in our last issue.

COMMUNICATIONS.

A NEW DEPARTURE.—THE RIGHT TIME.

NEW HAVEN, CT., Aug. 9, 1876.

To the Editor of the Publishers' Weekly:

Although a subscriber to and reader of your journal for years, I have not hitherto felt impelled to express my views on the present so-called "Trade Reform" and topics connected with it; yet your kind offer to print a communication from this city leads me to forego my usual habit, and "rush into print." It seems to me that a *universal (not partial)* reduction of retail prices must be the basis of a reform in, or an abolition of, the large discounts given to either small or large buyers. I do not refer to booksellers, but to their customers. Restrict or cut down as much as you please *discounts to the trade*, but let there be but one retail price to all. This in my opinion is the only logical ground upon which reform can stand. I have watched with the keenest interest the discussions of the Association and their action, and I think the whole movement is tending in the direction I have indicated, and that daylight is not far off.

But this is not what I started to say. Here in this goodly literary city, numbering probably, in proportion to its population, a larger number of bookbuyers than any other city in the Union, we have had in the trade a most peculiar and anomalous state of things. We have been afflicted for the past eight years with the underseller and the "book-butcher" in every variety and type of that migratory nuisance, and the failure or attempted composition of the last of the line, the friend, successor, and *protégé* of the great Boston lottery man, which has just come out, leads me to a brief review of the situation.

During the eight years mentioned there have been seven failures counting the present one, all in this line, and phoenixlike they have sprung from each others' ashes in a way to put the insurance companies to the blush. "Men may come and men may go, but they flow on for ever;" each one outdoing his predecessor in "*Extraordinary Inducements*!" "*Unparalleled Bargains*!" and the general humbug and clap-trap in which these gentry indulge.

Do you not think, Mr. Editor, that the trade of this city have displayed a more than Roman stoicism, in that this is the first grumble you have ever heard from us? The aggregate amount for which these worthies have failed will foot up nearly \$200,000, counting in the great Boston luminary before mentioned, and the amount they have paid in settlement certainly not one tenth of that.

Now, Mr. Editor, we have had to live under this; to hold our heads up, pay our bills and keep along. *We have all done it.* There is not a single weak-kneed member of the regular trade in this city, but it has taken faith, patience, and money; fortunately in former times—years ago—we made a little.

I have a practical proposition to offer for the consideration of my brother-booksellers and the more august and dignified publishers, whom I hold in respect, and of whom I am somewhat in awe; and that is for the formation of a

BOOKSELLERS' PROTECTIVE ASSOCIATION.

The primary and fundamental article of whose creed shall be, that no *publisher or jobber* who furnishes the underseller with goods and then, upon his failure, accepts his offered compromise, shall receive any orders from the regular trade in the place where such sales are made; that by all means, directly or indirectly, they will forego and discourage as far as in their power the sale of such publishers' goods. This may seem harsh, arbitrary, and impracticable. If the first two charges are brought against the plan, I would simply reply that "Desperate diseases require desperate remedies."

In respect to its impracticability, it is not so much so as it may seem. The firm of which I am a member has pursued that plan since the beginning of the year towards one or two prominent publishers and jobbers, with the best results in one respect at least—namely, a decided increase in their own self-respect, and no diminution of business.

To conclude, Mr. Editor, the regular trade in this city, who have paid and will continue to pay one hundred cents on the dollar, would like to see this endless chain of undersellers and compromisers broken off—a link disconnected, if you please.

Can there be any better way of bringing the matter home to the consciences and the pockets of some publishers than the one I have sketched?

Here follows (not at all exaggerated) the statement of the last candidate for another lease of life, as I heard it read:

"Liabilities, \$6000; assets, not yet computed; if the means can be raised, a proposition will be made to the creditors." (Dividend or compromise, probably not over ten per cent.)

Pretty well for six months' business, isn't it? Ought he to be forgiven and permitted to go on?

Yours,

AN OLD-LINE BOOKSELLER.

"WHAT ARE YOU GOING TO DO ABOUT IT?"

To the Editor of the Publishers' Weekly:

Already have I heard the cry, "The reform is gone up." Heaven forbid! I say. And it is in the hope of imploring Heaven's assistance to prevent so dreadful a calamity that I raise my weak voice in exhortation. A vessel deeply freighted with human life was saved by the chirp of a cricket. And who can tell but this—Howbeit I would earnestly call the attention of the trade to what I call facts and figures. Figures never lie, and facts follow the example, the truth of which it is hoped those below stated will fully corroborate. The result of these undeniable facts, taking the grounds stated, proves that the theory of reducing the trade rates to one third, and also the retail prices, and

FACTS AND FIGURES.

AS IT WAS (1872).

Condition of the country.—Very good. Iron trade, coal trade, mercantile business, manufacturing of all kinds doing a large and paying business.

Large jobbers (taken as the standard) buy at 40% and sell to the General public at 20%, making profit of..... 33 $\frac{1}{3}$ %
Clergy and teachers, at 25%, making profit of..... 25%
Libraries, at $\frac{1}{3}$ (say), making profit of..... 11%
Agents, to sell again, $\frac{1}{3}$, making profit of..... 11%
Booksellers, $\frac{1}{3}$, making profit of 11%
" $\frac{1}{3}$ and 5, making profit of..... 6%
Fractions not expressed.

REMARKS.

Retail business *good*. Public satisfied with prices. Sometimes sold less than 20%.

Clergy and teachers.—Grumbled at so small a difference between them and general public. Many times are given an extra 5% if they claim it.

Libraries.—Hard work to sell to. They buy of publishers direct on as good terms as booksellers. Can be supplied by selling at cost. No money in it.

Agents.—Buy and undersell whenever they can. A bugbear to the trade.

Booksellers and jobbers.—Hard pushed. Selling at the lowest possible prices to cut each other. Jobbing business actually does not pay, school-books especially. Any offer taken. Great rivalry between all large houses. Dissatisfaction all round.

AS IT IS (1876).

Condition of the country.—Much distress. Iron trade, coal trade, mercantile business, manufacturing of all kinds at a complete standstill. No business doing; great depression (and yet no reform movement exists among them, save the book trade).

Large jobbers (taken as the standard) buy at 40% and sell to the General public at full price, making profit of..... 66%
Clergy and teachers, at 20%, making profit of..... 33 $\frac{1}{3}$ %
Libraries, at 20%, making profit of 33 $\frac{1}{3}$ %
Agents, to sell again, $\frac{1}{3}$, making profit of..... 11%
Booksellers, $\frac{1}{3}$, making profit of 11%
" $\frac{1}{3}$ and 5%, making profit of..... 6%
Fractions not expressed.

REMARKS.

Retail business *bad*. Public complain of high prices, and hold off from buying. Will wait till books come down.

Clergy and teachers.—Satisfied.

Libraries.—Out of the hands of the trade and in that of the agents, the trade being bound by the 20% rule.

Agents.—Buying and underselling as usual, their facilities being greater. Trade has fallen into the hands of these middlemen.

Booksellers and jobbers.—Very dull. Much easier on account of discounts being fixed. The usual competition; selling to the trade still open, but the cut-throat business rests for awhile. School-book business in much better condition. Considerable dissatisfaction still expressed.

AS IT IS TO BE (?) (1878).

Condition of the country.—Business recovering. Iron trade, coal trade, mercantile business, manufacturing of all kinds slowly picking up. A more healthy feeling in the market.

Large jobbers (taken as the standard) buy at $\frac{1}{3}$ and sell to the General public at full price, making profit of..... 49%
Clergy and teachers, say 10%, making profit of..... 34%
Libraries, say 20%, making profit of 19%
Agents, to sell again, $\frac{1}{3}$, making profit of..... 11%
Booksellers, $\frac{1}{3}$, making profit of..... 11%
" 30%, making profit of..... 4%
Fractions not expressed.

REMARKS.

Retail business *fair*. Public pleased with reduction of prices, and are buying more freely.

Clergy and teachers.—Satisfied at the reduction.

Libraries.—Gradually coming back, though still hard to get, owing to agents.

Agents.—Buying and underselling as usual, though their profits are not so large.

Booksellers and jobbers.—Business fair in all branches. The risk of cutting each other greatly reduced. Less dissatisfaction than heretofore.

selling at full, when reduced to a fact, works to the greatest advantage and profit of the trade. We also find that, under the reform (supposed to be accomplished), that the relations between publishers, jobbers, and booksellers are the same (with a single exception) as they were before reform was thought of, and therefore their status remains unchanged. Three questions alone remain to be dealt with: the public in general, clergy and teachers, and libraries. These are fully treated on elsewhere. But it is unnecessary for me to say any more, the following explaining itself. There are many things in it that I could apologize for, but by apologizing for the whole thing I shall accomplish my desire. But it really would be pleasing should this throw light on an apparently dark subject—in fact, so much light that none but those who cover their eyes and will not look should miss it. Howsoever, I put it in the stream and give it a kick, and hope that before it comes back a wreck it may have done some good, though I candidly say I would not for the world be in its place, for I do not desire to be torn to pieces and receive the divers buffetings, lashings, etc., that it will receive.

A REVIEW.

By the above tables it will be seen that the only real differences as to *profit* are those of the general public, clergy and teachers, and libraries, buying at 40 per cent and selling at the rates mentioned. We find that in 1872 the retail business was *good* and the public pleased; the clergy and teachers ditto, except the knowing ones, who would claim an extra 5 per cent. Libraries can not be sold at all by jobbers and booksellers, they buying direct of the publishers. The trade itself is driven to such competition that there is not profit in jobbing at all. The trade suffered from agents, undersellers, etc., etc. Trade of the country good—iron, coal, mercantile and manufacturing business.

In 1876 we discover by the above tables that a difference exists between that of 1872. Buying at 40 per cent and selling at the rates mentioned, we find that in 1876 the retail business was *bad*, and the public dissatisfied with the high rates, the clergy and teachers pleased, libraries out of the hands of trade, but in the hands of agents and undersellers. The trade is very dull, but is not in so feverish a condition as in 1872, though some dissatisfaction is expressed. Trade of the country prostrated. (NOTE.—The iron trade, coal trade, manufactures, and mercantile business are at a standstill, though they have no reform in motion.)

In 1878, supposing the reform in full force, we find by the above tables that a difference exists between 1872 and 1876. Buying at one third and selling at the rates mentioned, we find that in 1878 the retail business is fair, and public pleased, and *profits larger*; clergy and teachers ditto; libraries slowly coming back, but still under the influence of the agents and undersellers, who infest the trade as much as ever. The trade is picking up and is fair, and much satisfaction prevails. The business of the country is improving.

During all these different stages agents and booksellers remained the same, with a slight exception in 1878, when a bookseller gets 30 per cent, and the profit to the jobber is 4 per

cent instead of 6 as before, when one third and 5 was given. But these are exceptionally low figures, and but rarely given.

Then it resolves to this: In all the change that has been made and is to be made, the business affected is that of the retail business (general), clergy and teachers, and public libraries. Facts and figures show the following:

1st. That more money is made at retail by buying at one third and selling at *full* (49 per cent) than by buying at 40 per cent and selling at 20 per cent (33 $\frac{1}{3}$); or buying at 40 per cent and selling full (66 per cent) is better than buying at one half and selling at 20 per cent (60 per cent).

2d. That the same can be said of clergy and teachers, buying at 40 per cent, selling at 25 per cent (25 per cent); whereas buying at one third and selling, say, at 10 per cent (as is now done on Osgood's reductions), we make 34 per cent.

3d. Libraries.—These appear to be difficulties insurmountable. They suffered in 1872, 1876, 1878, and will keep on at it. The trouble is the agents and undersellers.

4th. We find that the trade suffered from agents and undersellers in 1872, 1876, 1878. There is no prospect of this trouble abating; in fact, it has been in the trade at all times, reform or no reform. Can it be stopped? Selling at *their* rates did not do it. Selling at cost might. But would it pay? Jobbers suffered with the rest of the trade. Why? In those good old times (as many of the dissatisfied now speak of it) it was customary to hasten to the libraries and offer them the new book. What discount? asks the librarian. One third, we reply. Very best? he asks. The best, we reply. Can do better, he says. One third and five? say we. Call again in an hour, he says; I will tell you. We call. Can do better, he says. By whom? we ask, and he smiles, and we walk out in disgust. Here is the point. An agent, without a cent of capital, without rent or any earthly expense whatever, uses the stock kept by others, goes to the other's customer, and says, I will supply you one per cent or two per cent lower; buy of me. The order is given, and back he comes and purchases of the very one who has attempted the sale before: buys the goods, delivers them to the library, and clears from 2 per cent to 10 per cent. It pays him, and pays him well. We find that an agent (one who buys to sell again, a single copy at a time) gets as good as the bookseller. Is that good policy? He can undersell any publisher or bookseller. Then comes the very simple question, What are you going to do about it?

Yours truly.

PHILADELPHIA.

BOOKS RECEIVED.

AMERICAN BERKSHIRE RECORD, Vol. I., edited by A. M. Garland. (Springfield, Ill.) The "Record," published in Springfield, Ill., is a publication devoted entirely to the interests of swine. In this the first volume is contained well-authenticated pedigrees of the principal families of Berkshire swine, with dates of farrow, and names and post-office addresses of breeders. Also an exhaustive treatise on the origin of the improved Berkshire, and the one hundred dollar premium essay on the origin, breeding, and management of Berkshire swine.

—written expressly for the Association,—besides numerous cuts and several lithographs illustrating some of the representative animals of the popular breed to which the work is devoted. 12mo, cloth, \$3. The premium essay above mentioned is published also separately in pamphlet form, and sells for 25 cents.

CENTENNIAL PORTFOLIO. (Thomas Hunter, Philadelphia.) The fifty very handsome lithographic views comprised in this volume represent the six series of portfolios issued from time to time, in separate parts, by the above publishers, besides four extra views not included in the series—namely, Japanese Bazaar, Canada Log-House, Independence Hall in 1776, and Independence Hall in 1876. The volume makes one of the handsomest and most interesting souvenirs of the Exhibition we have seen, and should be in the possession of every one. It gives accurate views of nearly all the Exhibition, foreign, and State buildings on the grounds, with letter-press descriptions by Thompson Westcott, and also a concise introductory history of the Exhibition. The binding and general get-up of the volume is very attractive and substantial. Cloth, red edges, \$4.50; half Turkey morocco, gilt edges, \$7; full Turkey morocco, \$10.

ELEMENTS OF LATIN GRAMMAR, IN CONNECTION WITH A SYSTEMATIC AND PROGRESSIVE LATIN READER, by Gustavus Fischer, LL.D. (J. W. Schermerhorn & Co.) The grammar, including etymology and syntax, presents the principles of the Latin language in systematic order. The rules are adapted to the comprehension of beginners, and are concise and thorough. The grammar is to be studied with the reader, which is a Roman history written by Dr. Fischer, each section of the Reader referring to a chapter in the Grammar, thus compelling a thorough drill on the rules. The Reader is progressive throughout and thoroughly graded, from the easiest style to the more difficult constructions and idioms. Two copious vocabularies accompany the different parts of the Reader. 12mo, cloth, \$1.25.

MILTON'S COMUS, edited, with notes, by Homer B. Sprague, A.M. (J. W. Schermerhorn & Co.) In compliance with a strong desire expressed by many educators, the publishers of "Masterpieces in English Literature" have determined to issue the different parts included in that volume separately, for class use in reading, analysis, parsing, and rhetorical criticism, beginning with Milton's "Comus." It is here presented with explanatory notes, and a list of synonyms at the bottom of most of the pages. 25 cents.

ELEMENTS OF ENGLISH GRAMMAR, by S. W. Whitney, (J. W. Schermerhorn & Co.) The author prepared this little work with the view of excluding every thing which did not rigidly come under the subject of grammatical etymology or accidence and syntax. As it is designed to be brief and also practical, it enters into no discussions nor defences of rules and principles laid down, nor the different grounds taken by other grammars. For an elementary work it offers a most excellent basis to build on, placing a great amount of information before the student in a clear, practical way. 45 cents.

A MANUAL OF MIDWIFERY, by Alfred Meadows, M.D. (Lindsay & Blakiston.) Both the

medical practitioner and the student will be glad to know a new edition of this valuable work, so long out of print, has just been issued. It is prepared from the third London edition, which received many additions and thorough revision. The new matter added has not materially changed the character of the work, the main plan of it remaining the same, the additions being chiefly of a practical character, though the chapters on anatomy and physiology of the parts have been considerably enlarged. The most noticeable improvement is in the illustrations, sixty or more new drawings appearing in the text, enabling the student the more readily to understand some of the more difficult points either in the theory or the practice of midwifery. The work is issued in a very handsome and substantial manner. 8vo, cloth, \$3.25.

THE COOKING CLUB OF TU-WHIT HOLLOW, by Ella Farman. (D. Lothrop & Co.) This charming and healthy story first appeared in the columns of *Wide Awake*, and attracted considerable attention. It tells in a very amusing manner how a number of little girls constituted themselves a cooking-club, for their individual instruction and amusement. Their mistakes and frolics will create a laugh with all who read them, while the practical information the book offers in housewifery, renders it a most acceptable one for any young girl to possess. 12mo, cloth, \$1.25.

ROPP'S COMMERCIAL CALCULATOR, by Christian Ropp, Jr. (Christian Ropp, Bloomington, Ill.) It contains more useful and practical information for farmers, mechanics, business men, and laborers, than has ever before been presented in so compact a form. It is at once an arithmetic, ready-reckoner, lightning calculator, slate, memorandum and pocket book combined. The tables are very full, and show the accurate value of almost every sort of article, in any quantity from a pound to a carload. In Russia leather, with gilt edges, \$2 morocco, \$1.50; fine English cloth, \$1; cloth without slate, memorandum, etc., 50 cents.

THE FLUSH TIMES OF ALABAMA AND MISSISSIPPI, by Joseph G. Baldwin. (Sumner Whitney & Co.) This is a reissue of a well-known and popular book that has been out of print for some time. It consists of a series of humorous legal sketches of the bar in the early days of the South and West. 12mo, cloth, \$1.75.

STATIONERY NOTES.

HOFFMAN & HOYT's (New York) Centennial exhibit has proved very profitable. They claim to have sold more copying-presses in the last three months than any other one house.

"**JOHN GILPIN'S RIDE**" is one of the latest toys produced by C. M. Crandall, and is considered by him the masterpiece of his many inventions for the little folks. It is made up of two figures, John Gilpin—whose highly-colored dress will doubtless be especially attractive to boys and girls—and his horse, which worthy animal performs a very important part in the jollity of the occasion. Accompanying each box is a show-bill with many illustrations, portraying the different positions which the two can be made to assume, with other amusing illustrations, to-

gether with Cowper's ballad of Gilpin's Ride printed entire. They retail at \$1 per box, and



are supplied to the trade by the Orange Judd Company, 245 Broadway, New York, who are the sole general agents.

CRANDALL'S Improved Gymnasts are two jolly little fellows, attached to opposite ends of two bars, and made to perform the most laughter-provoking antics, and to throw themselves into the most unaccountable positions, by gently working the foot of the wooden frame through which the bars revolve. It is a low-priced toy, made on the principle of the "Little All-right." They are sold at \$2 a dozen; 12 dozen in a case.

RAND, McNALLY & Co., Chicago, Ill., have just published a fine line of Centennial views, intended as a business and advertising medium. They are also publishing some beautiful views, put up in very attractive forms of gold and silver medallions (two inches in diameter), set in tasty little cloth-lined boxes, with different colored linings, and also in unique little albums. These medallions and albums each contain twenty exquisite views of prominent points of interest in various cities, and they are meeting with unusually large sales. (Samples sent at 15 cents.) This house is also issuing a new map and guide to the Black Hills, showing the most direct railroad and wagon routes, with a preliminary report of Major-General Custer's expedition to the Hills in full, and maps of the different States and Territories in the vicinity.

MARCUS WARD & Co., London and Royal Ulster Works, Belfast, request us to state that F. H. Dunkinson & Co. never were their agents for the Royal Irish Linen Papers, and were not the first to introduce their papers in this market. Mr. Ward claims to have introduced the above-named papers in this market, as far back as 1872, in all the chief cities of the United States. He further states that F. H. Dunkinson & Co. were only one of the many importers of his papers in the United States, as the trade well knows, notwithstanding any thing that may have been said to the contrary.

BOORUM & PEASE, 30 Reade street, New York, have ready a new line of scrap-books, bound in full American Russia. They are finished with stamps of new and elegant designs, among which is one in 4 American Russia, with back in handsome panel finish. They also make a full line in cloth, stamped in black and cloth full gilt. This house has a very handsome line of order-books in both American and real Russia bindings, with the insides so arranged by a patent fastening that they can be removed and others inserted in their places. Their line of full American Russia miniature blank-books

is something different from those usually made by manufacturers.

THE American Lead-Pencil Co., New York, have now ready for the trade a new campaign pencil in round natural cedar, on which is stamped, in silver, "My choice," and with handsome portraits of either Tilden or Hayes at the top. The photographs are excellent, and will cause the pencils without doubt to meet with success during the coming campaign.

THE Eagle Pencil Co., New York, have also a new campaign pencil, three-cornered shape, the three sides being red, white, and blue respectively, and stamped "Campaign, 1876, Hayes" (or Tilden). They can be had with the name of either candidate.

ERASTUS CLEVELAND, of the Dixon Pencil Co., has gone ruralizing for a few days.

JAMES HOPE, of Ottawa, has gone to Philadelphia to visit the Centennial.

W. R. E. BERTH has started West with a full line of fine pocket-books of Hopfensack's manufacture.

ATTENTION is called to the circular or caution of Brower Bros., in another column, which will, no doubt, be interesting to the trade.

VICTOR E. MAUGER has left Liverpool on the steamer City of Richmond, and is expected home in a few days.

HAMBLIN & CELESTINE, 131 William street, New York, have a large line of bankers' ink-stands in ebony and walnut trays, of handsome and various designs.

J. P. BELL, of Lynchburg, Va., has gone home, after doing the Centennial with his wife and family.

DINSMORE, of Carter, Dinsmore & Co., is on a trip East with Carter's well-known inks.

E. A. DOTY, of Doty & McFarlan, has gone to the rural districts for a few weeks. James Scrimgeour, of the same firm, has just returned from the mountains, looking fat and hearty.

KOCH SONS & Co., corner of Ann and William streets, New York, make a fine display of their goods since their fixtures, etc., have been completed and their store enlarged.

WE are glad to see Mr. W. H. Chamberlin, of Chamberlin, Whitmore & Co., back to business again. He has been suffering from an old wound which he received in the late war.

THE extensive establishment of Grant & Co., engravers, lithographers, and publishers, in Turnmill street, Clerkenwell, London, was destroyed by fire August 10th. The loss is estimated at \$1,000,000. The firm have a branch establishment in New York.

IN TOWN.

J. M. Goodall, London, Eng.

Ernest Zuber, Rexheim, Germany.

Johnson Armstrong, New Orleans, La.

S. G. Comingo, Pittsburgh, Pa.

Mr. Clarke, of Bowen, Stewart & Co., Indianapolis, Ind.

H. A. Coffeen and wife, Danville, Ill.

James Hope, Ottawa, Canada.

R. M. Kerr, of G. W. Pussey & Co., Allegheny City, Pa.

J. A. Roys, Detroit, Mich.

L. Powers, Springfield, Mass.

Mr. Alsbaugh, of Alsbaugh & Thompson, Trenton, N. J.

L. F. Klosterman, Cape Girardeau, Mo.

Mr. Renner, of Sanders & Co., Fort Wayne, Ind.

E. J. Goodrich, Oberlin, O.

Mr. Randall, Jr., Mobile, Ala.

LITERARY AND TRADE NOTES.

FROM a Boston letter, very appropriately headed "Dull Times in the Book Trade," published in the *Springfield Republican*, we get the following interesting news. "Mrs. W. S. Robinson (Warrington) is getting ready for publication a small collection of her husband's letters, which will be preceded by a short memoir. The letters begin with 'Warrington's' first epistle to *The Republican*, in 1848, describing the Free-Soil convention of Worcester, in which Charles Sumner, Henry Wilson, Charles Allen and others laid the keel of the Republican party, which has sailed so far since, and got so encrusted with barnacles. The volume will abound with choice passages of political history and biography, and be as witty as Pope or Swift were in their day, or as Sydney Smith was a hundred years later. It is not yet decided where or when it will be published, but it need not be expected before winter. Mrs. Howe's memoir of Dr. Howe will be in print by November, as I wrote you not long since. The publication of Sumner's works has practically ceased, for the present, for want of funds; and the same is true of the life of John A. Andrew, for which money was raised eight years ago.

A NEW work, designated as an "American Centennial Book," is announced in course of preparation by Mr. William E. Robinson, ex-member of Congress from Brooklyn. It promises to be a decidedly interesting work, its object being to prove the pre-eminence of the Irish blood in our population and in our political leaders in all epochs, and Ireland as the true source of almost all our national greatness.

THE *Saturday Review*, in its notices of American Literature, says that "The Indian Saint; or, Buddha and Buddhism," by Charles D. B. Mills, of Syracuse (published by James Miller), though modestly entitled "A Sketch," is as full and complete as most European readers can desire in the information it gives, "not so much of the actual truth, which is hardly attainable, but of the current belief of millions respecting the founder of one of the strongest and most ascetic of popular creeds, his life and career as a religious teacher and reformer, the moral doctrines he taught, and the sanctions by which they are practically enforced on the minds of believers.

KATHERINE S. MACQUOID, the accomplished author of "Through Normandy," has a companion volume in press, to be entitled "Through Brittany." It will be illustrated by Mr. Thomas R. Macquoid.

MACMILLAN & Co. will shortly issue a small work on "School Inspectors" by Mr. D. R. Fearon, who was for ten years an inspector of schools in Great Britain. The work is designed to explain the manner in which elementary schools should be inspected and ex-

amined, so as to secure greater efficiency in their teaching.

DUMAINE, Paris, has published a French translation of Schebert's "American Civil War," a work written from a military standpoint for the officers of the German army.

A CORRESPONDENT of the *Athenæum*, in its number for July 22, under the signature "Observer," enters a protest against the practice of American publishers in making bargains with English authors to insist that their purchase of early sheets for America shall include the unrestricted right to sell their editions in Canada. He gives six reasons why this field should not be granted to the control of American enterprise.

THE review of Ticknor's "Memoirs," occupying forty pages of the last issue of the *Quarterly Review*, will call general attention to that work, and we are glad, says the *Academy*, to note that a complete English edition is in the press, and will shortly be published by Messrs. Sampson Low & Co.

ARTHUR ARNOLD will contribute an article on "Russia in Europe" to *Fraser's Magazine*.

TRADE MEETINGS.

THE Booksellers' Association of Central and Western New York assembled in annual convention in Syracuse last week. According to the *Standard's* report, Mr. Erastus Darrow, of Rochester, President, on calling the Convention to order, made some very practical remarks regarding the book trade generally, its province, its uses and abuses, which were supplemented by other gentlemen present, and business was transacted looking to the elevation of the profession and correction of abuses under which the trade languishes.

The objects of the Association were briefly stated, after which the following gentlemen were elected officers for the ensuing year:

President—Robert G. Wynkoop, Syracuse.

First Vice-President—Martin Taylor, Buffalo.

Second Vice-President—S. C. Steele, Rochester.

Third Vice-President—N. Hollister, Utica.

Secretary and Treasurer—Peter Paul, Buffalo.

Arbitration Committee—M. H. Merriam, Rochester; Samuel Rogers, Lockport; R. H. Davis, Syracuse; E. H. Whipple, Utica; A. S. Fitch, Elmira; Mr. Waterman, Watertown; H. F. Lawrence, Ogdensburg.

CAUTION.

TO THE STATIONERY TRADE:

In our suit against the CORNWELL M'FG CO. for infringements of our design patent on Inkstands, Nos. 8 and 9, the United States Circuit Court has just rendered a decision in our favor, and a decree for a perpetual injunction and accounting has been granted.

Similar infringements, we are informed, are now being offered by two or three irresponsible manufacturers, and we caution the trade against buying or selling any imitations of our goods, as they are patented and will be protected. Having established our rights in the courts, we shall, hereafter, proceed against all dealers in goods infringing our patents. Those who "make use, vend, or expose for sale" are liable. Neither ignorance, nor "we thought that they were imitations of Muller's goods" will excuse.

Discouragement of all imitations will be a long step toward a better and more honorable business. We shall respect the rights of others and maintain our own.

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E. H. CUSHING, HOUSTON, TEXAS.

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Foote's History of Texas.
Kennedy's History of Texas.
Edwards' History of Texas.
Kendall's Santa Fé Expedition.
Green's Mier Expedition.
Mrs. Holly's Texas.
McCalla's Adventures in Texas.
Kennedy's Geography, Natural History, and Topography of Texas.
Poinsett's Notes on Mexico.
Dewessis' Letters from Texas.
Stupps' Narrative of the Mier Expedition.
Life of T. J. Chambers, 1853.
Gouge's Fiscal History of Texas.
Mention condition and price.

ESTES & LAURIAT, BOSTON, MASS.

Sketches of Society and Travel, illustr.
Beautiful Miss Johnson, illustr.
Playing for High Stakes, illustr.
Mary Eaglestone's Lover, illustr.
Sketches, Club Life, Hunting, and Sports, illustr.
Above were published by Hurd & Houghton, N. Y., 1868.

HENRY M. D. GEORGE, BOSTON, MASS.

100 copies or less of the following School Books, second-hand:

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Warren's or Cornell's Geographies.
Anderson's or Scott's Histories.
Kerl's or Green's Grammars.

Parties having any of the above books to dispose of at reasonable prices may address as above.

LOCKWOOD, BROOKS & CO., BOSTON.

1 Sparks' American Biography, 2d series, vols. 7 and 13. (Little, Brown & Co.)

PORTER & COATES, 822 CHESTNUT STREET, PHILADELPHIA.

Scott's Fair Maid of Perth, 2 vols., Osgood's Household ed. of Waverley Novels, brown cloth.
Count Robert of Paris, 2 vols., as above.
Epitaphs and Elegies, 18mo. New York, 1816.

W. H. WATKINS, WACO, TEXAS.

Appleton's Journal, vols. 1 and 2, bound in cloth or unbound. Address, with terms.

BOOKS FOR SALE.

CUSHINGS & BAILEY, BALTIMORE, MD.

6 vols. London News, from 1871-1873, 2 vols. bound, 4 vols. unbound.

2 vols. Aldine, 1872-73, unbound.

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ALBERT B. YOHNS, INDIANAPOLIS, IND.

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History of the Civil War in America. By the Comte de Paris. Per vol., cloth, \$3.50; shp., \$4.50; hlf. mor., \$6.00

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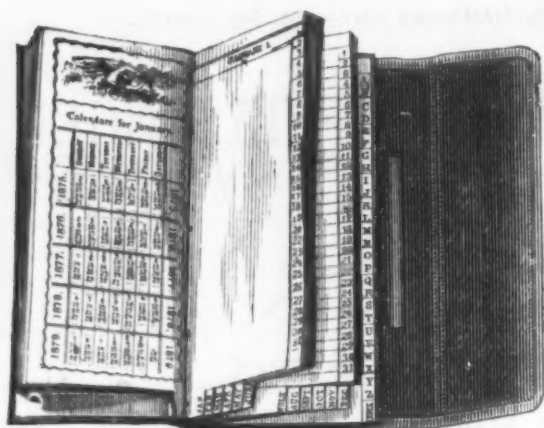
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